

SALES AND GROSS PROFIT ANALYSIS

PAGE 5k

BAC 112300 - 200712

| LN NO. | (MEMO) FLEET & COMMERCIAL | ACC. | MONTH | | | | YEAR-TO-DATE | | | | LN NO. |
|-----------|-------------------------------|------|------------|-------|-------------|--------------|--------------|-------|-------------|--------------|-----------|
| | | | UNITS SOLD | SALES | GROSS PROF. | PER UNIT SLD | UNITS SOLD | SALES | GROSS PROF. | PER UNIT SLD | |
| 1 | VIBE/SOLSTICE | 400K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 2 | CAVALIER/SUNFIRE/COBALT | 401K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| 3 | MALIBU/GRAM/ALERO/G6 | 402K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| 4 | MONTE CARLO/GRAND PRIX | 403K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| 5 | IMPALA/LESABRE/LUCERNE | 404K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| 6 | CORVETTE/SAAB | 405K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| 7 | AVEO | 406K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| 8 | CENTURY/REGAL/LACROSSE | 407K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 |
| 9 | AURORA/PARK AVE | 408K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| 10 | CADILLAC | 409K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| 11 | SATURN | 410K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 |
| 12 | OTHER CAR MODELS | 411K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| 13 | TOTAL CARS COMMERCIAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 |
| 14 | FLEET - FAN/VX | 412K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| 15 | FLEET - PSA/PURA | 413K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 |
| 16 | FLEET - FAN/CAP | 414K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 |
| 17 | TOTAL CARS FLEET/COMMERCIAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17 |
| 18 | UPLANDER/MONTANA/SILOH | 415K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 |
| 19 | ENCLAVE/ACADIA | 416K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 19 |
| 20 | EXPRESS/SAVANA | 417K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| 21 | EQUI/HHR/TRACK/VUE/TORR | 418K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 |
| 23 | AZTEK/RENDEZ | 419K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 |
| 25 | TBZ/BRA/JIMENV/RAINER/SA | 420K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| 26 | TAHOE/YUKON/AVALANCHE/S | 421K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 24 |
| 25 | HUMMER | 422K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 |
| 26 | COLO/CAN | 423K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 |
| 27 | SILVERADO/SIERRA 1500 | 424K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 27 |
| 28 | SILVERADO/SIERRA 2500 | 425K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28 |
| 29 | SILVERADO/SIERRA 3500 | 426K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29 |
| 30 | SILVERADO/SIERRA CREW-C | 427K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 |
| 31 | C-4500/5500 SERIES | 428K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 31 |
| 32 | C-6500/8500 SERIES | 429K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 32 |
| 33 | W - SERIES | 430K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 33 |
| 34 | T-SERIES | 431K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 34 |
| 35 | OTHER TRUCK MODELS | 432K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 35 |
| 36 | TOTAL TRUCKS COMMERCIAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36 |
| 37 | FLEET - FAN/VX | 433K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 37 |
| 38 | FLEET - PSA/PURA | 434K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38 |
| 39 | FLEET - FAN/CAP | 435K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 39 |
| 40 | TOTAL TRUCKS FLEET/COMMERCIAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 40 |
| 41 | F&I AND PROT. PLNS | 445K | | | | 0 | | | | 0 | 41 |
| 42 | ACCESSORIES | 457K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 42 |
| 43 | FLEET & COMMERCIAL GROSS | | 0 | 0 | | | 0 | 0 | | | 43 |
| 44 | | | | | | % Gross | | | | % Gross | 44 |
| 45 | VARIABLE EXP | 637K | | | 0 | 0.0% | | | 0 | 0.0% | 45 |
| 46 | PERSONNEL EXP | 638K | | | 0 | 0.0% | | | 0 | 0.0% | 46 |
| 47 | SEMI-FIXED EXP | 639K | | | 0 | 0.0% | | | 0 | 0.0% | 47 |
| 48 | *MEMO*ADVERTISING | 640K | | | 0 | 0.0% | | | 0 | 0.0% | 48 |
| 49 | RENT & RENT EQUIP | 641K | | | 0 | 0.0% | | | 0 | 0.0% | 49 |
| 50 | FIXED EXPENSES | 642K | | | 0 | 0.0% | | | 0 | 0.0% | 50 |
| 51 | TOTAL EXPENSES | | | | 0 | 0.0% | | | 0 | 0.0% | 51 |
| 52 | NET FLEET & COMMERCIAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 52 |

View GM Standard Accounting Manual as it pertains to Fleet & Commercial

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Exhibit D - part 2 Pg 2 of 12

| LN | NO | VARIABLE OPERATIONS CONTINUED | ACC NO | MONTH | | | | YEAR-TO-DATE | | | | LN |
|----|----|----------------------------------|-----------|---------------|------------------|-----------|----------|--------------|------------------|-----------|----------|----|
| | | | | UNITS SOLD | SALES | GRS PROF. | P.U.U.S. | UNITS SOLD | SALES | GRS PROF. | P.U.U.S. | |
| 1 | U | USED CARS RTL - GM CERTIFIED | 446A | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 2 | S | USED CARS RTL - OTHER | 446B | 7 | 109,175 | 11,294 | 1,613 | 83 | 1,142,646 | 123,591 | 1,489 | 2 |
| 3 | E | *MEMO* RECON PER - CAR RTL | | CERTIFIED → | 0 | OTHER → | 212 | CERTIFIED → | 0 | OTHER → | 184 | 3 |
| 4 | D | USED TRUCKS RTL - CERTIFIED | 450A | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| 5 | S | USED TRUCKS RTL - OTHER | 450B | 6 | 152,053 | 7,373 | 1,229 | 119 | 2,218,659 | 183,847 | 1,545 | 5 |
| 6 | V | *MEMO* RECON PER - TRK RTL | | CERTIFIED → | 0 | OTHER → | 341 | CERTIFIED → | 0 | OTHER → | 279 | 6 |
| 7 | E | TOTAL USED RETAIL | | 13 | 261,228 | 18,667 | 1,436 | 202 | 3,361,305 | 307,438 | 1,522 | 7 |
| 8 | H | USED CARS WHOLESALE | 448 | 7 | 49,476 | (445) | (64) | 92 | 454,606 | (6,393) | (69) | 8 |
| 9 | I | USED TO NEW - CAR RTL RATIO | 649 | 0.8 : 1 | ADJ USED CAR INV | 0 | | 0.7 : 1 | ADJ USED CAR INV | 0 | | 9 |
| 10 | C | USED TRUCKS WHOLESALE | 452 | 17 | 242,485 | (11,754) | (691) | 173 | 1,543,088 | (27,298) | (158) | 10 |
| 11 | L | USED TO NEW - TRK RTL RATIO | 653 | 0.3 : 1 | ADJ USED TRK INV | 0 | | 0.4 : 1 | ADJ USED TRK INV | 0 | | 11 |
| 12 | E | TOTAL USED WHSL & ADJ | | 24 | 291,961 | (12,199) | (508) | 265 | 1,997,694 | (33,691) | (127) | 12 |
| 13 | S | USED OTHER AUTO | 456 | | 0 | 0 | 0 | | 0 | 0 | 0 | 13 |
| 14 | | TOTAL USED VEHICLE (PUVS) | | 37 | 553,189 | 6,468 | 175 | 467 | 5,358,999 | 273,747 | 586 | 14 |
| 15 | | TOTAL NEW & USED (PVS) | | 66 | 1,545,603 | 68,409 | 1,037 | 868 | 17,332,926 | 851,314 | 981 | 15 |
| 16 | | TOTAL F&I AND PROT. PLANS | | | 53,122 | 28,408 | 676 | | 542,489 | 238,944 | 396 | 16 |
| 17 | | TOTAL VARIABLE L&R | | | 308 | (651) | PVR | | 12,908 | 3,193 | PVR | 17 |
| 18 | | TOTAL VARIABLE | | | 1,599,033 | 96,166 | 2,290 | | 17,886,323 | 1,093,451 | 1,813 | 18 |
| 19 | | | | MONTH | | | | YEAR-TO-DATE | | | | 19 |
| 20 | | FIXED OPERATIONS | | R.O. COUNTS | SALES | GRS PROF. | % SALES | R.O. COUNTS | SALES | GRS PROF. | % SALES | 20 |
| 21 | | CUST. LAB CARS & LD TRKS | 462A | 181 | 20,851 | 13,436 | 64.44% | 4,420 | 414,655 | 269,997 | 65.11% | 21 |
| 22 | M | S/CNTR LAB - CARS&LD TRKS | 462B | 1 | 510 | 342 | 67.06% | 1 | 510 | 342 | 67.06% | 22 |
| 23 | F | Q/SRV LAB - CARS&LD TRKS | 462C | 126 | 3,876 | 2,161 | 55.75% | 134 | 4,219 | 2,331 | 55.33% | 23 |
| 24 | C | CUST. LAB COM.FLT & MD TRKS | 461A | 0 | 0 | 0 | 0.00% | 0 | 0 | 0 | 0.00% | 24 |
| 25 | H | S/CNTR LAB COM.FLT & MD TRKS | 461B | 0 | 0 | 0 | 0.00% | 0 | 0 | 0 | 0.00% | 25 |
| 26 | A | Q/SRV LAB - COM.FLT & MD TRKS | 461C | 0 | 0 | 0 | 0.00% | 0 | 0 | 0 | 0.00% | 26 |
| 27 | X | N WARRANTY LABOR | 462 | 184 | 15,805 | 10,020 | 63.40% | 2,080 | 181,711 | 114,480 | 62.99% | 27 |
| 28 | I | INTERNAL LABOR | 463 | 77 | 2,184 | 1,594 | 72.99% | 1,337 | 83,444 | 42,642 | 50.21% | 28 |
| 29 | E | C NEW VEH INSP LBR | 464 | 50 | 4,411 | 3,530 | 80.03% | 412 | 31,384 | 25,216 | 80.35% | 29 |
| 30 | A | ADJ COST OF LBR SLS | 655 | | | (86) | | | | (4,599) | | 30 |
| 31 | D | L SUB-TOTAL | | | 47,637 | 30,997 | 65.07% | | 695,917 | 450,389 | 64.72% | 31 |
| 32 | | SHOP SUPPLIES | 465 | | 1,265 | 1,265 | 100.00% | | 20,701 | 20,532 | 99.18% | 32 |
| 33 | | SUBLET REPAIRS | 466 | | 3,923 | 63 | 1.61% | | 113,527 | 12,583 | 11.08% | 33 |
| 34 | O | TOTAL MECHANICAL | | | 52,825 | 32,325 | 61.19% | | 830,145 | 483,504 | 58.24% | 34 |
| 35 | B | CUST. PAINT LABOR | 470 | | 19,125 | 11,293 | 59.05% | | 169,284 | 99,690 | 58.89% | 35 |
| 36 | P | O CUST. BODY LABOR | 471 | 0 | 44,206 | 30,491 | 68.97% | 81 | 575,742 | 342,034 | 59.41% | 36 |
| 37 | D | WARRANTY LABOR | 472 | 0 | 230 | 179 | 77.83% | 1 | 419 | 338 | 80.67% | 37 |
| 38 | E | Y INTERNAL LABOR | 473 | 0 | 1,156 | 704 | 60.90% | 9 | 23,586 | 14,490 | 61.43% | 38 |
| 39 | | ADJ COST OF LBR SLS | 655 | | | 126 | | | | (646) | | 39 |
| 40 | R | S SUB-TOTAL | | | 64,717 | 42,793 | 66.12% | | 769,031 | 455,906 | 59.28% | 40 |
| 41 | H | SUBLET REPAIRS | 476 | | 14,852 | 3,095 | 20.84% | | 178,327 | 33,878 | 19.00% | 41 |
| 42 | A | O PNT & SHOP MATRLS. | 475 | | 13,285 | 2,759 | 20.77% | | 154,388 | 41,035 | 26.58% | 42 |
| 43 | P | TOTAL BODY SHOP | | | 92,854 | 48,647 | 52.39% | | 1,101,746 | 530,819 | 48.18% | 43 |
| 44 | T | TOTAL SERVICE DEPT. | | | 145,679 | 80,972 | 55.58% | | 1,931,891 | 1,014,323 | 52.50% | 44 |
| 45 | P | WARRANTY CLAIMS | 460 | | 26,112 | 7,892 | 30.22% | | 298,269 | 82,914 | 27.80% | 45 |
| 46 | I | A MECH CARS&LD TRK R.O. | 467 | (460A & 460B) | 19,358 | 7,737 | 39.97% | | 424,822 | 174,844 | 41.16% | 46 |
| 47 | R | MECH COM.FLT & MD TRKS R.O. | 468 | (461A & 461B) | 0 | 0 | 0.00% | | 0 | 0 | 0.00% | 47 |
| 48 | T | MECH QUICK MECH R.O. | 478 | (460C & 461C) | 1,736 | 668 | 38.48% | | 1,964 | 778 | 39.61% | 48 |
| 49 | O | S BODY CUST. R.O. | 479 | (470 & 471) | 70,115 | 22,840 | 32.58% | | 727,610 | 236,318 | 32.48% | 49 |
| 50 | | INTERNAL | 481 | | 1,368 | 279 | 20.39% | | 57,354 | 12,288 | 21.42% | 50 |
| 51 | N | COUNTER-RETAIL | 482 | | 8,974 | 2,680 | 29.86% | | 213,923 | 55,050 | 25.73% | 51 |
| 52 | & | WHOLESALE | 483 | | 21,350 | 4,618 | 21.63% | | 317,120 | 72,174 | 22.76% | 52 |
| 53 | S | ACCESSORIES | 484 | | 0 | 0 | 0.00% | | 0 | 0 | 0.00% | 53 |
| 54 | A | PURCHASE ALLOWANCES | 657 | | | 1,921 | | | | 38,320 | | 54 |
| 55 | C | ADJ. P&A INVENTORY | 659 | | | 0 | | | | 4,109 | | 55 |
| 56 | C | TOTAL P&A | | | 149,013 | 48,635 | 32.64% | | 2,041,062 | 676,795 | 33.16% | 56 |
| 57 | E | TIRES | 490 | | 0 | 0 | 0.00% | | 0 | 0 | 0.00% | 57 |
| 58 | S | OIL & GREASE | 491 | | 3,279 | 724 | 22.08% | | 39,466 | 7,783 | 19.72% | 58 |
| 59 | S | MISCELLANEOUS | 492 | | 0 | 0 | 0.00% | | 0 | 0 | 0.00% | 59 |
| 60 | | TOTAL OTHER | | FIXED | 3,279 | 724 | 22.08% | FIXED | 39,466 | 7,783 | 19.72% | 60 |
| 61 | | TOTAL P&A DEPT | | COVERAGE | 152,292 | 49,359 | 32.41% | COVERAGE | 2,080,528 | 684,578 | 32.90% | 61 |
| 62 | | TOTAL FIXED | | 47.9% | 297,971 | 130,331 | 43.74% | 55.2% | 4,012,419 | 1,698,901 | 42.34% | 62 |
| 63 | | TOTAL ALL DEPTS. | | | 1,897,004 | 226,497 | 11.94% | | 21,900,742 | 2,792,352 | 12.75% | 63 |

FORREST CHEVROLET-CADILLAC, INC.

| LN | NO | FINANCE, INSURANCE & PROT. PLAN ACTIVITY | CNTRS | SALES | EXHIBIT D - PART 2 | UNIT | SALES | REV/GROSS | PER CNTR | LN | NO |
|----|----|--|------------------------|-------|--------------------|--------|-----------|-----------|------------|---------|---------|
| 1 | | FINANCE INCOME-NEW | 806 | 19 | 15,044 | 15,044 | 792 | 257 | 152,331 | 152,331 | 593 |
| 2 | | INS. COMM. EARNED-NEW | 807 | 0 | 3,052 | 3,052 | 0 | 26 | 15,365 | 15,365 | 591 |
| 3 | | FIN & INS CHARGEBACKS | 850 | | (3,747) | | | | (17,749) | | |
| 4 | | ACCESSORIES | 810 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 | | GM PROT. PLANS | 443 | 0 | 9,806 | 4,889 | 0 | 65 | 152,981 | 31,167 | 479 |
| 6 | | OTHER PROT. PLANS | 444 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 | | REPO. LOSSES-NEW | 853 | | 0 | | | | 0 | | |
| 8 | | F&I COMP | 855 | | (2,740) | PVR | | | (23,887) | PVR | |
| 9 | | NEW F&I & PROT. PLN INCOME | | | 27,902 | 16,498 | 569 | | 320,657 | 157,227 | 392 |
| 10 | | FINANCE INCOME-USED | 808 | 9 | 6,856 | 6,856 | 762 | 125 | 74,753 | 74,753 | 598 |
| 11 | | INS. COMM. EARNED-USED | 809 | 0 | 2,041 | 2,041 | 0 | 18 | 6,753 | 6,753 | 375 |
| 12 | | FIN & INS CHARGEBACKS | 851 | | 110 | | | | (2,703) | | |
| 13 | | ACCESSORIES | 811 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 14 | | GM PROT. PLANS | 454 | 10 | 16,323 | 4,077 | 408 | 86 | 136,333 | 24,110 | 280 |
| 15 | | OTHER PROT. PLANS | 455 | 0 | 0 | 0 | 0 | 3 | 3,993 | 0 | 0 |
| 16 | | REPO. LOSSES-USED | 854 | | 0 | | | | 0 | | |
| 17 | | F&I COMP | 856 | | (1,174) | PVR | | | (21,196) | PVR | |
| 18 | | USED F&I & PROT. PLN INCOME | | | 25,220 | 11,910 | 916 | | 221,832 | 81,717 | 405 |
| 19 | | TOTAL F&I INCOME (to pg 2 in 1-2) | | | 53,122 | 28,408 | 676 | | 542,489 | 238,944 | 396 |
| 20 | | | | | | | | | | | |
| 21 | | INVENTORIES | ACC | | | | | | | | |
| 22 | | NEW VEHICLES | NO | | | | | | | | |
| 23 | | DEMONSTRATORS | 230 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 24 | | CARS | 231 | 41 | 1,131,046 | 0 | 1,131,046 | 0 | 0 | 0 | 0 |
| 25 | | TRUCKS | 237 | 139 | 4,186,959 | 0 | 4,186,959 | 0 | 0 | 0 | 0 |
| 26 | | MEDIUM DUTY TRUCKS | 235 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 27 | | OTHER AUTO | 238 | | | | | | 0 | 0 | 0 |
| 28 | | USED VEHICLES | ACC | | | | | | | | |
| 29 | | | NO | | | | | | | | |
| 30 | | CARS | 240 | 20 | 224,331 | 4 | 52,919 | 24 | 277,250 | 0 | 277,250 |
| 31 | | TRUCKS | 241 | 14 | 176,137 | 13 | 281,343 | 27 | 437,480 | 0 | 437,480 |
| 32 | | | ACC | | | | | | | | |
| 33 | | PARTS AND ACCESSORIES | 242 | | 342,072 | 0 | 342,072 | | 0 | 0 | 0 |
| 34 | | PARTS CORES | 242A | | 0 | | | | 0 | | |
| 35 | | OTHER INVENTORIES | 243 244 245 246 TO 248 | | 14,850 | 0 | 14,850 | | 0 | 0 | 0 |
| 36 | | TOTAL LIFO RESERVE | | | | | 0 | | | | |
| 37 | | WORK-IN-PROCESS LABOR-SRV | 247A | | 5,884 | | | | | | |
| 38 | | WORK-IN-PROCESS LABOR-BODY | 247B | | | | | | | 1,000 | |
| 39 | | | | | | | | | | | |
| 40 | | OWNERS / EXEC MGRS | | 0.4 | 0.4 | 0.0 | | 0.4 | 0.4 | 0.4 | 2.0 |
| 41 | | SUPERVISORS | | 1.0 | 1.0 | 0.0 | 1.0 | 1.0 | 1.0 | 1.0 | 6.0 |
| 42 | | VEH.SRV&PRTS SLSPL | | 3.0 | 1.0 | 0.0 | | 2.0 | 1.0 | 3.0 | 10.0 |
| 43 | | TECHNICIANS | | | | | | 7.0 | 7.0 | | 14.0 |
| 44 | | CLERICAL | | 0.8 | 0.8 | 0.0 | 0.0 | 1.8 | 1.8 | 0.8 | 6.0 |
| 45 | | OTHERS | | 1.8 | 2.8 | 0.0 | 0.0 | 1.8 | 1.8 | 1.8 | 10.0 |
| 46 | | TOTAL | | 7.0 | 6.0 | 0.0 | 1.0 | 14.0 | 13.0 | 7.0 | 48.0 |
| 47 | | TOTAL HIRED Y-T-D | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 48 | | TOT TERMINATED Y-T-D | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 49 | | | | | | | | | | | |
| 50 | | RETURN ON ASSETS | | | | | | | | | |
| 51 | | -2.04% | | | | | | | | | |
| 52 | | | | | | | | | | | |
| 53 | | | | | | | | | | | |
| 54 | | | | | | | | | | | |
| 55 | | RETURN ON INVESTMENT | | | | | | | | | |
| 56 | | -7.84% | | | | | | | | | |
| 57 | | | | | | | | | | | |
| 58 | | | | | | | | | | | |
| 59 | | | | | | | | | | | |
| 60 | | | | | | | | | | | |
| 61 | | NEW VEHICLE SALES SUMMARY | | | | | | | | | |
| 62 | | | | | | | | | | | |
| 63 | | C TOTAL NEW CARS RETAIL | | 9 | 308,185 | 10,246 | 1,138 | 114 | 3,066,266 | 119,194 | 1,046 |
| 64 | | A TOTAL NEW CARS FLEET & INTERNAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 65 | | R TOTAL NEW CARS | | 9 | 308,185 | 10,246 | 1,138 | 114 | 3,066,266 | 119,194 | 1,046 |
| 66 | | T TOTAL NEW TRUCKS RETAIL | | 20 | 684,229 | 51,695 | 2,585 | 287 | 8,907,661 | 458,373 | 1,597 |
| 67 | | R TOTAL TRUCKS FLEET & INTERNAL | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 68 | | K TOTAL NEW TRUCKS | | 20 | 684,229 | 51,695 | 2,585 | 287 | 8,907,661 | 458,373 | 1,597 |
| 69 | | MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 70 | | MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 71 | | A NEW OTHER AUTOMOTIVE | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 72 | | L ACCESSORIES | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 73 | | L TOTAL NEW VEHICLES | | 29 | 992,414 | 61,941 | 2,136 | 401 | 11,973,927 | 577,567 | 1,440 |
| 74 | | *MEMO* TOTAL NEW RETAIL VEHICLES | | 29 | 992,414 | 61,941 | 2,136 | 401 | 11,973,927 | 577,567 | 1,440 |

⁽¹⁾ Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

⁽²⁾ Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

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| NO | | ACC | GM (A) | NON-GM (B) |
|----|--|---------|---|---|
| 1 | INVENTORIES | | 06-1253-2, ss Filed 10/13/09 AFTER LIFO | 06-1253-2, ss Filed 10/13/09 AFTER LIFO |
| 2 | NEW VEHICLES | NO | Exhibit D - part 2 | Exhibit D - part 2 |
| 3 | DEMONSTRATORS | 230 | 0 | 0 |
| 4 | CARS | 231 | 41 1,131,046 | 0 0 |
| 5 | TRUCKS | 237 | 139 4,186,959 | 0 0 |
| 6 | MEDIUM DUTY TRUCKS | 235 | 0 0 | 0 0 |
| 7 | OTHER AUTO | 238 | 0 0 | 0 0 |
| 8 | DEalership PERSONNEL COUNT (FRACTIONS OF 1/10) | | | |
| 9 | POSITION | NEW(01) | | |
| 10 | OWNERS / EXEC MGRS | 0.4 | | |
| 11 | SUPERVISORS | 1.0 | | |
| 12 | VEH SRV&PRTS SLSPL | 3.0 | | |
| 13 | TECHNICIANS | | | |
| 14 | CLERICAL | 0.8 | | |
| 15 | OTHERS | 1.8 | | |
| 16 | TOTAL | 7.0 | | |
| 17 | TOTAL HIRED Y-T-D | 0.0 | | |
| 18 | TOT TERMINATED Y-T-D | 0.0 | | |
| 19 | NEW VEHICLE SALES SUMMARY | | | |
| 20 | | | | |
| 21 | C TOTAL NEW CARS RETAIL | 9 | 308,185 10,246 1,138 | 114 3,066,266 119,194 1,046 |
| 22 | A TOTAL NEW CARS FLEET & INTERNAL | 0 | 0 0 0 | 0 0 0 0 |
| 23 | R TOTAL NEW CARS | 9 | 308,185 10,246 1,138 | 114 3,066,266 119,194 1,046 |
| 24 | T TOTAL NEW TRUCKS RETAIL | 20 | 684,229 51,695 2,585 | 287 8,907,661 458,373 1,597 |
| 25 | R TOTAL TRUCKS FLEET & INTERNAL | 0 | 0 0 0 | 0 0 0 0 |
| 26 | K TOTAL NEW TRUCKS | 20 | 684,229 51,695 2,585 | 287 8,907,661 458,373 1,597 |
| 27 | MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾ | 0 | 0 0 0 | 0 0 0 0 |
| 28 | A MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾ | 0 | 0 0 0 | 0 0 0 0 |
| 29 | L NEW OTHER AUTOMOTIVE | 0 | 0 0 0 | 0 0 0 0 |
| 30 | L ACCESSORIES | 0 | 0 0 0 | 0 0 0 0 |
| 31 | TOTAL NEW VEHICLES | 29 | 992,414 61,941 2,136 | 401 11,973,927 577,567 1,440 |
| 32 | *MEMO* TOTAL NEW RETAIL VEHICLES | 29 | 992,414 61,941 2,136 | 401 11,973,927 577,567 1,440 |
| 33 | FINANCE, INSURANCE | | | |
| 34 | & PROT. PLAN ACTIVITY | | | |
| 35 | FINANCE INCOME-NEW | 806 | | |
| 36 | INS. COMM. EARNED-NEW | 807 | | |
| 37 | N FIN & INS CHARGEBACKS | 850 | | |
| 38 | E ACCESSORIES | 210 | | |
| 39 | GM PROT. PLANS | 443 | | |
| 40 | OTHER PROT. PLANS | 444 | | |
| 41 | REPO. LOSSES-NEW | 853 | | |
| 42 | F&I COMP | 855 | | |
| 43 | NEW F&I & PROT. PLN INCOME | | | |
| 44 | DEPARTMENT PROFITABILITY | | | |
| 45 | | | | |
| 46 | NET SALES | | | |
| 47 | GROSS PROFIT/INCOME | | | |
| 48 | EXPENSES | | | |
| 49 | VEH. SLSPL COMPENSATION & OTHER | 11 | | |
| 50 | DELIVERY EXPENSE | 13 | | |
| 51 | POLICY WORK-VEHICLES | 15 | | |
| 52 | TOTAL VARIABLE | | | |
| 53 | SALARIES-OWNERS / EXECUTIVE MANAGERS | 20 | | |
| 54 | SALARIES-SUPERVISION | 21 | | |
| 55 | SALARIES-CLERICAL | 22 | | |
| 56 | OTHER SALARIES AND WAGES | 23 | | |
| 57 | ABSENTEE COMPENSATION | 24 | | |
| 58 | INCENTIVES-SUPERVISION | 26 | | |
| 59 | TAXES-PAYROLL | 25 | | |
| 60 | EMPLOYEE BENEFITS | 27 | | |
| 61 | RETIREMENT BENEFITS | 29 | | |
| 62 | TOTAL PERSONNEL | | | |
| 63 | COMPANY VEHICLE EXPENSE | 51 | | |
| 64 | OFFICE SUPPLIES AND EXPENSES | 60 | | |
| 65 | OTHER SUPPLIES | 51 | | |
| 66 | E-COMMERCE ADVERTISING/FEES | 85 | | |
| 67 | ADVERTISING | 65 | | |
| 68 | ADVERTISING REIMBURSEMENTS | 84 | | |
| 69 | CONTRIBUTIONS | 66 | | |
| 70 | POLICY WORK-PARTS AND SERVICE | 67 | | |
| 71 | INFORMATION TECHNOLOGY SERVICES | 68 | | |
| 72 | OUTSIDE SERVICES (OTHER) | 69 | | |
| 73 | TRAVEL AND ENTERTAINMENT | 70 | | |
| 74 | MEMBERSHIP DUES AND PUBLICATIONS | 71 | | |
| 75 | LEGAL AND AUDITING EXPENSE | 72 | | |
| 76 | TELEPHONE | 74 | | |
| 77 | TRAINING EXPENSE | 75 | | |
| 78 | INTEREST-FLOORPLAN | 76 | | |
| 79 | INTEREST-FLOORPLAN CREDIT | 78 | | |
| 80 | INTEREST-NOTES PAYABLE (OTHER) | 79 | | |
| 81 | INSURANCE - INVENTORY | 58 | | |
| 82 | BAD DEBT EXPENSE | 57 | | |
| 83 | FREIGHT | 33 | | |
| 84 | MISCELLANEOUS EXPENSE | 77 | | |
| 85 | TOTAL SEMI-FIXED | | | |
| 86 | RENT | 80 | | |
| 87 | AMORTIZATION-LEASEHOLDS | 91 | | |
| 88 | REPAIRS-REAL ESTATE | 82 | | |
| 89 | DEPRECIATION BLDGS. & IMPROVEMENTS | 83 | | |
| 90 | | | | |

| | | | | | | | | | |
|-----|---|----|----------|------|-------|-----------|------|-------|-----|
| 86 | RENT | 80 | 0 | 0% | 0 | 55,760 | 7% | 114 | 86 |
| 87 | AMORTIZATION-LEASEHOLDS | 81 | 0 | 0% | 0 | 0 | 0% | 0 | 87 |
| 88 | REPAIRS-REAL ESTATE | 82 | 0 | 0% | 0 | 351 | 0% | 1 | 88 |
| 89 | DEPRECIATION BLDGS. & IMPROVEMENTS | 83 | 0 | 0% | 0 | 0 | 0% | 0 | 89 |
| 90 | TAXES-REAL ESTATE | 84 | 0 | 0% | 0 | 24,660 | 3% | 50 | 90 |
| 91 | INSURANCE BLDGS. & IMPROVEMENTS | 85 | 0 | 0% | 0 | 0 | 0% | 0 | 91 |
| 92 | INTEREST - MORTGAGES | 86 | 0 | 0% | 0 | 0 | 0% | 0 | 92 |
| 93 | UTILITIES | 87 | 2,327 | 4% | 75 | 30,497 | 4% | 62 | 93 |
| 94 | SUB-TOTAL RENT & RNT EQUIVALENT | | 6,917 | 12% | 223 | 111,268 | 14% | 228 | 94 |
| 95 | INSURANCE OTHER | 88 | 0 | 0% | 0 | 8,748 | 1% | 18 | 95 |
| 96 | TAXES-OTHER | 89 | 773 | 1% | 25 | 12,206 | 2% | 25 | 96 |
| 97 | REPAIRS-EQUIPMENT | 90 | 0 | 0% | 0 | 1,580 | 0% | 3 | 97 |
| 98 | DEPRECIATION-EQUIPMENT | 91 | 0 | 0% | 0 | 19,059 | 2% | 39 | 98 |
| 99 | EQUIPMENT RENTAL | 92 | 1,276 | 2% | 41 | 12,314 | 2% | 25 | 99 |
| 100 | TOTAL FIXED | | 8,966 | 15% | 289 | 165,175 | 21% | 338 | 100 |
| 101 | TOTAL FIXED OVERHEAD | | 50,339 | 86% | 1,624 | 824,549 | 105% | 1,686 | 101 |
| 102 | TOTAL EXPENSES | | 64,948 | 111% | 2,095 | 1,025,185 | 131% | 2,096 | 102 |
| 103 | DEPARTMENT PROFIT OR LOSS | | (20,491) | -35% | (661) | (363,185) | -46% | (743) | 103 |
| 104 | FI & PROT. PLN INCOME TRANSFER | | 14,257 | 24% | 460 | 122,877 | 16% | 251 | 104 |
| 105 | PRORATION OF G&A | | 0 | 0% | 0 | (31) | 0% | (0) | 105 |
| 106 | DEPT PROFIT OR LOSS AFTER TRSF & PRORAT | | (6,234) | -11% | (201) | (240,339) | -31% | (491) | 106 |

FORREST CHEVROLET-CADILLAC, INC.

BAC 112300 - 200612

Page 1

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

(2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

Used Vehicle Department - Operating Summary
Doc 4233-2 Filed 10/13/09 Entered 10/13/09 23:24:39 Exhibit

| | | | | | | | | | | | |
|----|----|--|------|--------------------|-------------------|-----------|----------|---------------------------|-------------------|----------------------|------------|
| LN | NO | INVENTORIES | ACC | - 45 DAYS IN STOCK | | | | TOTAL USED UNITS IN STOCK | | | |
| 1 | | USED VEHICLES | NO | UNITS | \$\$ | UNITS | \$\$ | UNITS | \$\$ | LIFO RES | AFTER LIFO |
| 2 | | http: CARS | 240 | 20 | 224,331 | 4 | 52,819 | 24 | 277,250 | 0 | 277,250 |
| 3 | | http: TRUCKS | 241 | 14 | 178,137 | 13 | 281,343 | 27 | 437,480 | 0 | 437,480 |
| 4 | | DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10) | | | | | | | | CUSTOMER RECEIVABLES | |
| 5 | | POSITION | | USED(02) | | | | 210 VEHICLES | | 220 VEHICLES | |
| 6 | | OWNERS / EXEC MGRS | | 0.4 | | | | TOTAL | | 65,876 | |
| 7 | | SUPERVISORS | | 1.0 | | | | NOT DUE | | 0 | |
| 8 | | VEH.SRV&PRTS SLSPL | | 1.0 | | | | | | 0 | |
| 9 | | TECHNICIANS | | | | | | PAST DUE | | | |
| 10 | | CLERICAL | | 0.8 | | | | 31-60 DAYS | | 0 | |
| 11 | | OTHERS | | 2.8 | | | | 61-90 DAYS | | 0 | |
| 12 | | TOTAL | | 6.0 | | | | OVR 90 DAYS | | 65,876 | |
| 13 | | TOTAL HIRED Y-T-D | | 0.0 | | | | | | 0 | |
| 14 | | TOT TERMINATED Y-T-D | | 0.0 | | | | | | 0 | |
| 15 | | | | | | | | | | | |
| 16 | | VARIABLE OPERATIONS | ACC | MONTH | | | | YEAR-TO-DATE | | | |
| 17 | | CONTINUED | NO | UNITS SOLD | SALES | GRS PROF. | P.U.U.S. | UNITS SOLD | SALES | GRS PROF. | P.U.U.S. |
| 18 | | U USED CARS RTL - GM CERTIFIED | 446A | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 19 | | S USED CARS RTL - OTHER | 446B | 7 | 109,175 | 11,294 | 1,613 | 83 | 1,142,646 | 123,591 | 1,489 |
| 20 | | E *MEMO* RECON PER - CAR RTL | | CERTIF--> | 0 | OTHER--> | 212 | CERTIF--> | 0 | OTHER--> | 184 |
| 21 | | D USED TRUCKS RTL - CERTIFIED | 450A | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 22 | | USED TRUCKS RTL - OTHER | 450B | 6 | 152,053 | 7,373 | 1,229 | 119 | 2,218,659 | 183,847 | 1,545 |
| 23 | | V *MEMO* RECON PER - TRK RTL | | CERTIF--> | 0 | OTHER--> | 341 | CERTIF--> | 0 | OTHER--> | 279 |
| 24 | | E TOTAL USED RETAIL | | 13 | 261,228 | 18,667 | 1,436 | 202 | 3,361,305 | 307,438 | 1,522 |
| 25 | | H USED CARS WHOLESALE | 448 | 7 | 49,476 | (445) | (64) | 92 | 454,806 | (6,383) | (69) |
| 26 | | I USED TO NEW - CAR RTL RATIO | 649 | 0.8 : 1 | ADJ USED CAR INV | 0 | | 0.7 : 1 | ADJ USED CAR INV | 0 | |
| 27 | | C USED TRUCKS WHOLESALE | 452 | 17 | 242,485 | (11,754) | (691) | 173 | 1,543,088 | (27,296) | (158) |
| 28 | | L USED TO NEW - TRK RTL RATIO | 653 | 0.3 : 1 | ADJ. USED TRK INV | 0 | | 0.4 : 1 | ADJ. USED TRK INV | 0 | |
| 29 | | E TOTAL USED WHSL & ADJ | | 24 | 291,961 | (12,199) | (508) | 265 | 1,997,694 | (33,691) | (127) |
| 30 | | S USED OTHER AUTO | 456 | | 0 | 0 | 0 | | 0 | 0 | 0 |
| 31 | | TOTAL USED VEHICLE (PUVS) | | 37 | 553,189 | 6,468 | 175 | 467 | 5,358,999 | 273,747 | 586 |
| 32 | | FINANCE INSURANCE | | MONTH | | | | YEAR-TO-DATE | | | |
| 33 | | & PROT. PLAN ACTIVITY | | CNTRS | SALES | REV/GROSS | PER CNTR | CNTRS | SALES | REV/GROSS | PER CNTR |
| 34 | | FINANCE INCOME-USED | 808 | 9 | 6,856 | 6,856 | 762 | 125 | 74,753 | 74,753 | 598 |
| 35 | | INS. COMM. EARNED-USED | 809 | 0 | 2,041 | 2,041 | 0 | 18 | 6,753 | 6,753 | 375 |
| 36 | | U FIN & INS CHARGEBACKS | 851 | | | 110 | | | | (2,703) | |
| 37 | | S ACCESSORIES | 811 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 38 | | E GM PROT. PLANS | 454 | 10 | 16,323 | 4,077 | 408 | 86 | 136,333 | 24,110 | 280 |
| 39 | | D OTHER PROT. PLANS | 455 | 0 | 0 | 0 | 0 | 3 | 3,993 | 0 | 0 |
| 40 | | REPO. LOSSES-USED | 854 | | | 0 | | | | 0 | |
| 41 | | F&I COMP | 856 | | | (1,174) | PVR | | | (21,986) | PVR |
| 42 | | USED F&I & PROT. PLN INCOME | | | 25,220 | 11,910 | 916 | | 221,832 | 81,717 | 405 |
| 43 | | DEPARTMENT PROFITABILITY | | USED VEHICLE (02) | | | | USED VEHICLE (02) | | | |
| 44 | | | | MONTH | | | | YEAR-TO-DATE | | | |
| 45 | | NET SALES | | 553,189 | % Sls | PNVR | | 5,358,999 | % Sls | PNVR | |
| 46 | | GROSS PROFIT/INCOME | | 6,468 | 1% | 498 | | 273,747 | 5% | 1,355 | |
| 47 | | EXPENSES | | 0 | % Grs | | | | % Grs | | |
| 48 | | VEH. SLSPL COMPENSATION & OTHER | 11 | 5,666 | 31% | 436 | | 76,202 | 21% | 377 | |
| 49 | | DELIVERY EXPENSE | 13 | 447 | 2% | 34 | | 12,843 | 4% | 64 | |
| 50 | | POLICY WORK-VEHICLES | 15 | 0 | 0% | 0 | | 3,481 | 1% | 17 | |
| 51 | | TOTAL VARIABLE | | 6,113 | 33% | 470 | | 92,526 | 26% | 458 | |
| 52 | | SALARIES-OWNERS / EXECUTIVE MANAGERS | 20 | 2,826 | 15% | 217 | | 34,721 | 10% | 172 | |
| 53 | | SALARIES-SUPERVISION | 21 | 4,084 | 22% | 314 | | 56,997 | 16% | 282 | |
| 54 | | SALARIES-CLERICAL | 22 | 1,507 | 8% | 116 | | 17,806 | 5% | 87 | |
| 55 | | OTHER SALARIES AND WAGES | 23 | 3,265 | 18% | 251 | | 38,902 | 11% | 193 | |
| 56 | | ABSENTEE COMPENSATION | 24 | 2,516 | 14% | 194 | | 9,062 | 3% | 45 | |
| 57 | | INCENTIVES-SUPERVISION | 26 | 189 | 1% | 15 | | 1,967 | 1% | 10 | |
| 58 | | TAXES-PAYROLL | 25 | 1,342 | 7% | 103 | | 16,410 | 5% | 81 | |
| 59 | | EMPLOYEE BENEFITS | 27 | 2,012 | 11% | 155 | | 25,396 | 7% | 126 | |
| 60 | | RETIREMENT BENEFITS | 29 | 0 | 0% | 0 | | 0 | 0% | 0 | |
| 61 | | TOTAL PERSONNEL | | 17,741 | 97% | 1,365 | | 201,061 | 57% | 995 | |
| 62 | | COMPANY VEHICLE EXPENSE | 51 | 159 | 1% | 12 | | 1,153 | 0% | 6 | |
| 63 | | OFFICE SUPPLIES AND EXPENSES | 60 | 123 | 1% | 9 | | 1,534 | 0% | 8 | |
| 64 | | OTHER SUPPLIES | 61 | 607 | 3% | 47 | | 6,155 | 2% | 30 | |
| 65 | | E-COMMERCE ADVERTISING/FEES | 63 | 0 | 0% | 0 | | 5,130 | 1% | 26 | |
| 66 | | ADVERTISING | 65 | 1,829 | 10% | 141 | | 24,627 | 7% | 122 | |
| 67 | | ADVERTISING REIMBURSEMENTS | 64 | 0 | 0% | 0 | | 0 | 0% | 0 | |
| 68 | | CONTRIBUTIONS | 66 | 0 | 0% | 0 | | 3,703 | 1% | 18 | |
| 69 | | POLICY WORK-PARTS AND SERVICE | 67 | | | | | | | | |
| 70 | | INFORMATION TECHNOLOGY SERVICES | 68 | 842 | 5% | 65 | | 11,896 | 3% | 59 | |
| 71 | | OUTSIDE SERVICES (OTHER) | 69 | 1,414 | 8% | 109 | | 22,147 | 6% | 110 | |
| 72 | | TRAVEL AND ENTERTAINMENT | 70 | 165 | 1% | 13 | | 2,459 | 1% | 12 | |
| 73 | | MEMBERSHIP DUES AND PUBLICATIONS | 71 | 0 | 0% | 0 | | 1,165 | 0% | 6 | |
| 74 | | LEGAL AND AUDITING EXPENSE | 72 | 434 | 2% | 33 | | 5,848 | 2% | 29 | |
| 75 | | TELEPHONE | 74 | 488 | 3% | 38 | | 5,548 | 2% | 27 | |
| 76 | | TRAINING EXPENSE | 75 | 281 | 2% | 22 | | 1,677 | 0% | 8 | |
| 77 | | INTEREST-FLOORPLAN | 76 | 3,636 | 20% | 280 | | 50,726 | 14% | 251 | |
| 78 | | INTEREST-FLOORPLAN CREDIT | 78 | 0 | 0% | 0 | | 0 | 0% | 0 | |
| 79 | | INTEREST-NOTES PAYABLE (OTHER) | 79 | 0 | 0% | 0 | | 0 | 0% | 0 | |
| 80 | | INSURANCE - INVENTORY | 56 | 142 | 1% | 11 | | 1,846 | 1% | 9 | |
| 81 | | BAD DEBT EXPENSE | 57 | 0 | 0% | 0 | | 0 | 0% | 0 | |
| 82 | | FREIGHT | 53 | 164 | 1% | 13 | | 2,482 | 1% | 12 | |
| 83 | | MISCELLANEOUS EXPENSE | 77 | 12 | 0% | 1 | | 422 | 0% | 2 | |
| 84 | | TOTAL SEMI-FIXED | | 10,296 | 56% | 792 | | 148,538 | 42% | 735 | |
| 85 | | | | 3,060 | 17% | 235 | | 36,720 | 10% | 182 | |

| | | | | | | | | | |
|----------------------------------|---|----|---------|-----|-------|-----------|-------|---------|-----|
| 86 | AMORTIZATION-LEASEHOLDS | 81 | 0 | 0% | 0 | 0 | 0% | 0 | 86 |
| 87 | REPAIRS-REAL ESTATE | 82 | 0 | 0% | 0 | 235 | 0% | 1 | 87 |
| 88 | DEPRECIATION BLDGS. & IMPROVEMENTS | 83 | 0 | 0% | 0 | 0 | 0% | 0 | 88 |
| 89 | TAXES-REAL ESTATE | 84 | 0 | 0% | 0 | 16,200 | 23% | 83 | 89 |
| 90 | INSURANCE BLDGS. & IMPROVEMENTS | 85 | 0 | 0% | 0 | 0 | 0% | 0 | 90 |
| 91 | INTEREST - MORTGAGES | 86 | 0 | 0% | 0 | 0 | 0% | 0 | 91 |
| 92 | UTILITIES | 87 | 1,940 | 4% | 102 | 25,378 | 37% | 130 | 92 |
| 93 | SUB-TOTAL RENT & RNT EQUIVALENT | | 5,000 | 10% | 263 | 78,533 | 114% | 403 | 93 |
| 94 | INSURANCE OTHER | 88 | 0 | 0% | 0 | 6,059 | 9% | 31 | 94 |
| 95 | TAXES-OTHER | 89 | 508 | 1% | 27 | 8,029 | 12% | 41 | 95 |
| 96 | REPAIRS-EQUIPMENT | 90 | 0 | 0% | 0 | 1,054 | 2% | 5 | 96 |
| 97 | DEPRECIATION-EQUIPMENT | 91 | 0 | 0% | 0 | (599) | -1% | (3) | 97 |
| 98 | EQUIPMENT RENTAL | 92 | 851 | 2% | 45 | 8,512 | 12% | 44 | 98 |
| 99 | TOTAL FIXED | | 6,359 | 12% | 335 | 101,588 | 147% | 521 | 99 |
| 100 | TOTAL FIXED OVERHEAD | | 37,399 | 71% | 1,968 | 500,658 | 725% | 2,567 | 100 |
| 101 | TOTAL EXPENSES | | 43,842 | 84% | 2,307 | 562,846 | 815% | 2,886 | 101 |
| 102 | DEPARTMENT PROFIT OR LOSS | | (3,043) | -6% | (160) | (520,495) | -754% | (2,669) | 102 |
| 103 | FI & PROT. PLN INCOME TRANSFER | | 11,679 | 22% | 615 | 26,722 | 39% | 137 | 103 |
| 104 | PRORATION OF G&A | | 0 | 0% | 0 | (19) | 0% | (0) | 104 |
| 105 | DEPT PROFIT OR LOSS AFTER TRSF & PRORAT | | 8,636 | 16% | 455 | (493,792) | -715% | (2,532) | 105 |
| FORREST CHEVROLET-CADILLAC, INC. | | | | | | | | | |

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85

DEalership PERSONNEL COUNT (FRACTIONS OF 1/10)

MECH(05)

220 SERV & PRTS

CUSTOMER LABOR

EXT. SERVICE CONTRACT LABOR

QUICK-SERV/ GOODWRENCH LAB

WARRANTY

INTERNAL

TOTAL

TOTAL HIRED Y-T-D

TOT TERMINATED Y-T-D

WORK-IN-PROCESS LABOR-SRV

247A

5,884

R.O. COUNTS

SALES

GRS.PROF.

% SALES

R.O. COUNTS

SALES

GRS.PROF.

% SALES

CUST. LAB CARS & LD TRKS

S/CNTR LAB - CARS&LD TRKS

Q/SRV LAB - CARS&LD TRKS

CUST. LAB COM.FLT & MD TRKS

S/CNTR LAB COM.FLT & MD TRKS

Q/SRV LAB - COM.FLT & MD TRKS

WARRANTY LABOR

INTERNAL LABOR

NEW VEH INSP LBR

ADJ COST OF LBR SLS

L SUB-TOTAL

SHOP SUPPLIES

SUBLET REPAIRS

TOTAL MECHANICAL

DEPARTMENT PROFITABILITY

NET SALES

GROSS PROFIT/INCOME

SALARIES-OWNERS / EXECUTIVE MANAGERS

SALARIES-SUPERVISION

SALARIES-CLERICAL

OTHER SALARIES AND WAGES

ABSENTEE COMPENSATION

INCENTIVES-SUPERVISION

TAXES-PAYROLL

EMPLOYEE BENEFITS

RETIREMENT BENEFITS

TOTAL PERSONNEL

COMPANY VEHICLE EXPENSE

OFFICE SUPPLIES AND EXPENSES

OTHER SUPPLIES

E-COMMERCE ADVERTISING/FEES

ADVERTISING

ADVERTISING REIMBURSEMENTS

CONTRIBUTIONS

POLICY WORK-PARTS AND SERVICE

INFORMATION TECHNOLOGY SERVICES

OUTSIDE SERVICES (OTHER)

TRAVEL AND ENTERTAINMENT

MEMBERSHIP DUES AND PUBLICATIONS

LEGAL AND AUDITING EXPENSE

TELEPHONE

TRAINING EXPENSE

INTEREST-FLOORPLAN

INTEREST-FLOORPLAN CREDIT

INTEREST-NOTES PAYABLE (OTHER)

INSURANCE - INVENTORY

BAD DEBT EXPENSE

FREIGHT

MISCELLANEOUS EXPENSE

TOTAL SEMI-FIXED

RENT

AMORTIZATION-LEASEHOLDS

REPAIRS-REAL ESTATE

DEPRECIATION BLDGS & IMPROVEMENTS

TAXES-REAL ESTATE

INSURANCE BLDGS. & IMPROVEMENTS

INTEREST - MORTGAGES

UTILITIES

SUB-TOTAL RENT & RNT EQUIVALENT

INSURANCE OTHER

TAXES-OTHER

REPAIRS-EQUIPMENT

DEPRECIATION-EQUIPMENT

EQUIPMENT RENTAL

TOTAL FIXED

TOTAL FIXED OVERHEAD

TOTAL EXPENSES

DEPARTMENT PROFIT OR LOSS

CUSTOMER PARTS GROSS TRANSFER

PRORATION OF G&A

DEPT PROFIT OR LOSS AFTER TRSF & PRORAT

85.00

85.00

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| LN NO | DEalership Personnel Count (Fractions of 1/10) | Body Shop | Customer Receivables | Posted Labor Rates | Body Shop |
|-------|--|-----------------|----------------------------|-------------------------|----------------|
| 1 | | 220 SERV & PRTS | | | |
| 2 | POSITION | BODY(06) | | BODY SHOP - PAINT LABOR | 36.00 |
| 3 | OWNERS / EXEC MGRS | 0.4 | TOTAL | | |
| 4 | SUPERVISORS | 1.0 | NOT DUE | | 36.00 |
| 5 | VEH.SRV&PRTS SLSPL | 1.0 | | BODY SHOP - BODY LABOR | 69.57 |
| 6 | TECHNICIANS | 7.0 | 31-60 DAYS | | 32.00 |
| 7 | CLERICAL | 1.8 | 51-90 DAYS | | |
| 8 | OTHERS | 1.8 | OVR 90 DAYS | | |
| 9 | TOTAL | 13.0 | | | |
| 10 | TOTAL HIRED Y-T-D | 0.0 | | | |
| 11 | TOT TERMINATED Y-T-D | 0.0 | WORK-IN-PROCESS LABOR-BODY | 247B | 1,000 |
| 12 | FIXED OPERATIONS - BODY SHOP | R.O. COUNTS | SALES | GRS.PROF. | % SALES |
| 13 | B CUST. PAINT LABOR | 470 | 19,125 | 11,293 | 59.05% |
| 14 | O CUST. BODY LABOR | 471 | 44,206 | 30,491 | 68.97% |
| 15 | D WARRANTYLABOR | 472 | 230 | 179 | 77.83% |
| 16 | Y INTERNAL LABOR | 473 | 1,156 | 704 | 60.90% |
| 17 | ADJ COST OF LBR SLS | 474 | | 126 | |
| 18 | S SUB-TOTAL | | 64,717 | 42,793 | 66.12% |
| 19 | H SUBLET REPAIRS | 475 | 14,852 | 3,095 | 20.84% |
| 20 | O PNT & SHOP MATRLS | 476 | 13,285 | 2,759 | 20.77% |
| 21 | P TOTAL BODY SHOP | | 92,854 | 48,647 | 52.39% |
| 27 | DEPARTMENT PROFITABILITY | | BODY SHOP (06) | | BODY SHOP (06) |
| 28 | | | MONTH | | YEAR-TO-DATE |
| 29 | NET SALES | | 92,854 | % Sls | 1,101,746 |
| 30 | GROSS PROFIT/INCOME | | 48,647 | 52% | 530,819 |
| 31 | | | | % Grs | |
| 32 | SALARIES-OWNERS / EXECUTIVE MANAGERS | 20 | 1,727 | 3% | 21,219 |
| 33 | SALARIES-SUPERVISION | 21 | 6,519 | 11% | 74,127 |
| 34 | SALARIES-CLERICAL | 22 | 2,115 | 4% | 27,650 |
| 35 | OTHER SALARIES AND WAGES | 23 | 8,934 | 15% | 122,544 |
| 36 | ABSENTEE COMPENSATION | 24 | 5,176 | 9% | 20,046 |
| 37 | INCENTIVES-SUPERVISION | 25 | 116 | 0% | 1,202 |
| 38 | TAXES-PAYROLL | 26 | 3,947 | 7% | 47,384 |
| 39 | EMPLOYEE BENEFITS | 27 | 4,898 | 8% | 51,512 |
| 40 | RETIREMENT BENEFITS | 28 | 0 | 0% | 0 |
| 41 | TOTAL PERSONNEL | | 33,432 | 56% | 365,684 |
| 42 | COMPANY VEHICLE EXPENSE | 51 | 597 | 1% | 7,193 |
| 43 | OFFICE SUPPLIES AND EXPENSES | 60 | 75 | 0% | 3,812 |
| 44 | OTHER SUPPLIES | 61 | 2,142 | 4% | 25,456 |
| 45 | E-COMMERCE ADVERTISING/FEES | 63 | 0 | 0% | 1,152 |
| 46 | ADVERTISING | 65 | 613 | 1% | 11,184 |
| 47 | ADVERTISING REIMBURSEMENTS | 64 | 0 | 0% | 0 |
| 48 | CONTRIBUTIONS | 66 | 0 | 0% | 2,263 |
| 49 | POLICY WORK-PARTS AND SERVICE | 67 | 0 | 0% | 2,252 |
| 50 | INFORMATION TECHNOLOGY SERVICES | 68 | 321 | 1% | 18,551 |
| 51 | OUTSIDE SERVICES (OTHER) | 69 | 717 | 1% | 10,650 |
| 52 | TRAVEL AND ENTERTAINMENT | 70 | 101 | 0% | 1,427 |
| 53 | MEMBERSHIP DUES AND PUBLICATIONS | 71 | 0 | 0% | 595 |
| 54 | LEGAL AND AUDITING EXPENSE | 72 | 265 | 0% | 3,574 |
| 55 | TELEPHONE | 74 | 298 | 0% | 3,391 |
| 56 | TRAINING EXPENSE | 75 | 172 | 0% | 1,450 |
| 57 | INTEREST-FLOORPLAN | 76 | | | |
| 58 | INTEREST-FLOORPLAN CREDIT | 78 | | | |
| 59 | INTEREST-NOTES PAYABLE (OTHER) | 79 | 0 | 0% | 0 |
| 60 | INSURANCE - INVENTORY | 80 | 0 | 0% | 0 |
| 61 | BAD DEBT EXPENSE | 81 | 102 | 0% | 1,032 |
| 62 | FREIGHT | 82 | 8 | 0% | 259 |
| 63 | MISCELLANEOUS EXPENSE | 83 | 5,411 | 9% | 94,251 |
| 64 | TOTAL SEMI-FIXED | | 1,870 | 3% | 22,440 |
| 65 | RENT | 80 | 0 | 0% | 0 |
| 66 | AMORTIZATION-LEASEHOLDS | 81 | 0 | 0% | 0 |
| 67 | REPAIRS-REAL ESTATE | 82 | 0 | 0% | 86 |
| 68 | DEPRECIATION BLDGS. & IMPROVEMENTS | 83 | 0 | 0% | 990 |
| 69 | TAXES-REAL ESTATE | 84 | 0 | 0% | 576 |
| 70 | INSURANCE BLDGS. & IMPROVEMENTS | 85 | 72 | 0% | 2,567 |
| 71 | INTEREST - MORTGAGES | 86 | 0 | 0% | 15,333 |
| 72 | UTILITIES | 87 | 1,366 | 2% | 41,992 |
| 73 | SUB-TOTAL RENT & RNT EQUIVALENT | | 3,308 | 6% | 1,977 |
| 74 | INSURANCE OTHER | 88 | 247 | 0% | 5,462 |
| 75 | TAXES-OTHER | 89 | 719 | 1% | 6,176 |
| 76 | REPAIRS-EQUIPMENT | 90 | 819 | 1% | 3,370 |
| 77 | DEPRECIATION-EQUIPMENT | 91 | 993 | 2% | 3,604 |
| 78 | EQUIPMENT RENTAL | 92 | 382 | 1% | 62,581 |
| 79 | TOTAL FIXED | | 6,468 | 11% | 522,516 |
| 80 | TOTAL FIXED OVERHEAD | | 45,311 | 75% | 522,516 |
| 81 | TOTAL EXPENSES | | 45,311 | 75% | 8,303 |
| 82 | DEPARTMENT PROFIT OR LOSS | | 3,336 | 6% | 118,159 |
| 83 | CUSTOMER PARTS GROSS TRANSFER | | 11,420 | 19% | (22) |
| 84 | PRORATION OF G&A | | 0 | 0% | 126,440 |
| 85 | DEPT PROFIT OR LOSS AFTER TRSF & PRORAT | | 14,756 | 25% | |

| Parts & Accessories Department - Operating Summary | | | | | | | | | | LN |
|---|--|--|-----------|-----------------------|-----------|-----------------|-------------------|------------|------------|----|
| 09-50026-mg Doc 4233-2 Filed 10/13/09 Entered 10/13/09 23:24:39 Exhibit | | | | | | | | | | NO |
| DEalership Personnel Count (Fractions of 1/10) | | | GM PARTS | | | | | | | |
| POSITION | | | PARTS(07) | PARTS AND ACCESSORIES | | 242 | \$S | LIFO RES | AFTER LIFO | |
| OWNERS / EXEC MGRS | | | 0.4 | PARTS CORES | | 242A | 342,072 | 0 | 342,072 | |
| SUPERVISORS | | | 1.0 | OTHER INVENTORIES | | 242 244 245 252 | 0 | | | |
| VEH.SRV&PRTS SLSPL | | | 3.0 | | | | 14,850 | 0 | 14,850 | |
| TECHNICIANS | | | | NON-GM PARTS | | | \$S | LIFO RES | AFTER LIFO | |
| CLERICAL | | | 0.8 | PARTS AND ACCESSORIES | | 242 | 0 | 0 | 0 | |
| OTHERS | | | 1.8 | PARTS CORES | | 242A | 0 | | | |
| TOTAL | | | 7.0 | OTHER INVENTORIES | | 242 244 245 252 | 0 | 0 | 0 | |
| TOTAL HIRED Y-T-D | | | 0.0 | CUSTOMER REC | TOTAL | NOT DUE | 01 00 DAYS | 01 00 DAYS | 01 00 DAYS | |
| TOT TERMINATED Y-T-D | | | 0.0 | 220 SERV&PARTS | 548,787 | 81,954 | 173,059 | 39,108 | 254,606 | |
| FIXED OPERATIONS - PARTS & ACCESS. | | | NO | SALES | GRS.PROF. | % SALES | SALES | GRS.PROF. | % SALES | |
| P WARRANTY CLAIMS | | | 480 | 26,112 | 7,892 | 30.22% | 298,269 | 82,914 | 27.80% | |
| A MECH CARSA&D TRK R.O. | | | 487 | 19,358 | 7,737 | 39.97% | 424,822 | 174,844 | 41.16% | |
| R MECH COM.FLT & MD TRKS R.O. | | | 488 | 0 | 0 | 0.00% | 0 | 0 | 0.00% | |
| T MECH QUICK MECH R.O. | | | 478 | 1,736 | 668 | 38.48% | 1,964 | 778 | 39.61% | |
| S BODY CUST. R.O. | | | 477 | 70,115 | 22,840 | 32.58% | 727,610 | 236,318 | 32.48% | |
| INTERNAL | | | 481 | 1,368 | 279 | 20.39% | 57,354 | 12,288 | 21.42% | |
| COUNTER-RETAIL | | | 482 | 8,974 | 2,680 | 29.86% | 213,923 | 55,050 | 25.73% | |
| & WHOLESALE | | | 483 | 21,350 | 4,618 | 21.63% | 317,120 | 72,174 | 22.78% | |
| ACCESSORIES | | | 484 | 0 | 0 | 0.00% | 0 | 0 | 0.00% | |
| A PURCHASE ALLOWANCES | | | 485 | | 1,921 | | | 38,320 | | |
| C ADJ. P&A INVENTORY | | | 486 | | 0 | | | 4,109 | | |
| C TOTAL P&A | | | | 149,013 | 48,635 | 32.64% | 2,041,062 | 676,795 | 33.16% | |
| E TIRES | | | 487 | 0 | 0 | 0.00% | 0 | 0 | 0.00% | |
| S OIL & GREASE | | | 488 | 3,279 | 724 | 22.08% | 39,466 | 7,783 | 19.72% | |
| S MISCELLANEOUS | | | 489 | 0 | 0 | 0.00% | 0 | 0 | 0.00% | |
| TOTAL OTHER | | | | 3,279 | 724 | 22.08% | 39,466 | 7,783 | 19.72% | |
| TOTAL P&A DEPT. | | | | 152,292 | 49,359 | 32.41% | 2,080,528 | 684,578 | 32.90% | |
| DEPARTMENT PROFITABILITY | | | | PARTS & ACC. (07) | | | PARTS & ACC. (07) | | | |
| NET SALES | | | | MONTH | | | YEAR-TO-DATE | | | |
| GROSS PROFIT/INCOME | | | | 152,292 | % Sls | | 2,080,528 | % Sls | | |
| | | | | 49,359 | 32% | | 684,578 | 33% | | |
| | | | | | % Grs | | | % Grs | | |
| SALARIES-OWNERS / EXECUTIVE MANAGERS | | | 20 | 2,826 | 8% | | 34,721 | 7% | | |
| SALARIES-SUPERVISION | | | 21 | 8,518 | 25% | | 31,923 | 7% | | |
| SALARIES-CLERICAL | | | 22 | 2,172 | 6% | | 23,909 | 5% | | |
| OTHER SALARIES AND WAGES | | | 23 | 10,079 | 30% | | 182,059 | 38% | | |
| ABSENTEE COMPENSATION | | | 24 | 2,178 | 6% | | 11,405 | 2% | | |
| INCENTIVES-SUPERVISION | | | 26 | 189 | 1% | | 2,640 | 1% | | |
| TAXES-PAYROLL | | | 25 | 2,394 | 7% | | 30,791 | 6% | | |
| EMPLOYEE BENEFITS | | | 27 | 2,865 | 8% | | 35,523 | 7% | | |
| RETIREMENT BENEFITS | | | 28 | 0 | 0% | | 0 | 0% | | |
| TOTAL PERSONNEL | | | | 31,221 | 93% | | 352,971 | 74% | | |
| COMPANY VEHICLE EXPENSE | | | 51 | 681 | 2% | | 7,974 | 2% | | |
| OFFICE SUPPLIES AND EXPENSES | | | 60 | 142 | 0% | | 1,418 | 0% | | |
| OTHER SUPPLIES | | | 61 | 238 | 1% | | 2,756 | 1% | | |
| E-COMMERCE ADVERTISING/FEES | | | 63 | 0 | 0% | | 1,885 | 0% | | |
| ADVERTISING | | | 65 | 899 | 3% | | 10,748 | 2% | | |
| ADVERTISING REIMBURSEMENTS | | | 64 | 0 | 0% | | 0 | 0% | | |
| CONTRIBUTIONS | | | 66 | 0 | 0% | | 3,703 | 1% | | |
| POLICY WORK-PARTS AND SERVICE | | | 67 | 0 | 0% | | 227 | 0% | | |
| INFORMATION TECHNOLOGY SERVICES | | | 68 | 526 | 2% | | 10,841 | 2% | | |
| OUTSIDE SERVICES (OTHER) | | | 69 | 1,102 | 3% | | 14,591 | 3% | | |
| TRAVEL AND ENTERTAINMENT | | | 70 | 165 | 0% | | 2,335 | 0% | | |
| MEMBERSHIP DUES AND PUBLICATIONS | | | 71 | 0 | 0% | | 3,702 | 1% | | |
| LEGAL AND AUDITING EXPENSE | | | 72 | 434 | 1% | | 5,848 | 1% | | |
| TELEPHONE | | | 74 | 791 | 2% | | 8,350 | 2% | | |
| TRAINING EXPENSE | | | 75 | 281 | 1% | | 1,677 | 0% | | |
| INTEREST-FLOORPLAN | | | 76 | | | | | | | |
| INTEREST-FLOORPLAN CREDIT | | | 78 | | | | | | | |
| INTEREST-NOTES PAYABLE (OTHER) | | | 79 | 0 | 0% | | 0 | 0% | | |
| INSURANCE - INVENTORY | | | 56 | 0 | 0% | | 0 | 0% | | |
| BAD DEBT EXPENSE | | | 57 | 253 | 1% | | 2,514 | 1% | | |
| FREIGHT | | | 33 | 1,793 | 5% | | 20,058 | 4% | | |
| MISCELLANEOUS EXPENSE | | | 77 | 7,305 | 22% | | 98,627 | 21% | | |
| TOTAL SEMI-FIXED | | | | 3,060 | 9% | | 36,720 | 8% | | |
| RENT | | | 80 | 0 | 0% | | 0 | 0% | | |
| AMORTIZATION-LEASEHOLDS | | | 81 | 0 | 0% | | 0 | 0% | | |
| REPAIRS-REAL ESTATE | | | 82 | 0 | 0% | | 140 | 0% | | |
| DEPRECIATION BLDGS. & IMPROVEMENTS | | | 83 | 0 | 0% | | 1,620 | 0% | | |
| TAXES-REAL ESTATE | | | 84 | 0 | 0% | | 943 | 0% | | |
| INSURANCE BLDGS. & IMPROVEMENTS | | | 85 | 118 | 0% | | 4,200 | 1% | | |
| INTEREST - MORTGAGES | | | 86 | 0 | 0% | | 25,091 | 5% | | |
| UTILITIES | | | 87 | 2,235 | 7% | | 68,714 | 14% | | |
| SUB-TOTAL RENT & RNT EQUIVALENT | | | | 5,413 | 16% | | 3,235 | 1% | | |
| INSURANCE OTHER | | | 88 | 404 | 1% | | 9,196 | 2% | | |
| TAXES-OTHER | | | 89 | 1,224 | 4% | | 1,633 | 0% | | |
| REPAIRS-EQUIPMENT | | | 90 | 6 | 0% | | 4,371 | 1% | | |
| DEPRECIATION-EQUIPMENT | | | 91 | 1,053 | 3% | | 20,395 | 4% | | |
| EQUIPMENT RENTAL | | | 92 | 1,840 | 5% | | 107,544 | 22% | | |
| TOTAL FIXED | | | | 9,940 | 29% | | 559,142 | 117% | | |
| TOTAL FIXED OVERHEAD | | | | 48,466 | 144% | | 559,142 | 117% | | |
| TOTAL EXPENSES | | | | 48,466 | 144% | | 125,436 | 26% | | |
| | | | | 893 | 3% | | | | | |

